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Egypt

Exporter Guide

Exporter Guide

2008

Approved by:

Peter Kurz

U.S. Embassy

Prepared by:

Julio Maldonado & Salah Mansour

Report Highlights:

For three consecutive years, Egypt's economic growth prospects are positive. Although bulk products still dominate the U.S. Exports to Egypt, the exports of U.S. consumer-oriented products have increased significantly in the last three years due to the growth of the retail, food service, food processing sectors, and the depreciation of the dollar. These sectors present good opportunities for U.S. exporters. They need to be aware of import regulations and consult closely with importers, local agents, and FAS/Cairo.

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Disclaimer

This report was prepared by the Office of Agricultural Affairs of the USDA/Foreign Agricultural Service in Cairo, Egypt for U.S. exporters of domestic food and agricultural products. While every possible care was taken in the preparation of this report, information provided may not be completely accurate either because policies have changed since its preparation, or because clear and consistent information about these policies was not available. It is highly recommended that U.S. exporters verify the full set of import requirements with their foreign customers, who are normally best equipped to research such matters with local authorities, before any goods are shipped. FINAL IMPORT APPROVAL OF ANY PRODUCT IS SUBJECT TO THE IMPORTING COUNTRY'S RULES AND REGULATIONS AS INTERPRETED BY BORDER OFFICIALS AT THE TIME OF PRODUCT ENTRY.

SECTION 1: Market overview

1.1 Economic Situation

The government of Egypt continues its economic reform program begun in 2004. The pace of reform has recently slowed somewhat in response to negative public reactions to controversial reform such as reducing subsidies and privatization. In addition to traditional social objectives and protection of the poor, the government's stated budgetary priorities include job creation, upgrading public services, modernizing social insurance and pension systems, and promoting investments.

The Egyptian economy achieved real growth of 7.2% during FY 2007/08, close to its level in 2006/07, but up from the 4.1% achieved just half a decade ago in 2003/04. Real GDP per capita income also increased by 5.2% in 2007/08, compared to just 1.2% half a decade ago. The main sectors contributing to that growth were natural gas and construction. Signs of increased productivity in the Egyptian economy are also noted.

Preliminary results for FY 2007/08 reflect continued improvements in the main fiscal indicators. The overall deficit for 2007/08 dropped further to 6.8% of GDP, down from 7.5% of GDP in 2006/07. The primary deficit was close to its previous year's level at 1.0% of GDP, but down from 3.5% just three years ago. This improvement occurred despite increased social-related outlays which took place in 2007/08, and also in spite of larger exceptional revenues windfalls realized during 2006/07 compared to 2007/08. The general government budget recorded an overall deficit of 7.7% of GDP, similar to its level in 2006/07.

Meanwhile debt indicators improved significantly. Total gross debt of the budget sector entities was reported at 82% of GDP as of end June 2008, about 14% points lower than its ratio a year earlier, and some 38% below its ratio in 2004/05 at 121% of GDP. Total net debt also declined by 12%.

The trade balance in 2006/07 was estimated at \$ 15.8 billion. The trade balance for primary foodstuff for industry and consumption was estimated at LE 15.2 billion, while the deficit in manufactured food stuff f was estimated at LE 12.2 billion. The exports reached \$22.0 billions while the imports were \$37.8 billion in 2006/07. The current account in 2006/07 was estimated at \$2.7 billion. Total exports in 2007/08 was estimated at LE 56.6 billion, where the exports of primary foodstuffs were LE 5.6 billion and LE 3.1 billion for the manufactured foodstuffs in 2007/08. Total imports in 2007 was estimated at LE 229.1 billion, in which primary food stuffs represented LE 20.8 billion and the manufactured

foodstuffs were estimated at LE 15.3 billion.

Agriculture remains one of Egypt's most important sectors. Its growth rate in current prices in FY 06/07 was estimated at 7.5%. Agriculture's share of Egypt's GDP has fallen gradually and reached about 15% in 06/07.

The European Union (EU) remains Egypt's largest trading partner, accounting for 38.1% of Egypt's imports in 07/08 and 36.8% of its exports in FY 06/07. Egypt's partnership agreement with the EU came into force in June 2004. The U.S. is the second largest trading partner and largest single-country trading partner, accounting for approximately 19.2% of imports and 31.3% of Egypt's exports in FY 06/07. Asian countries account for around 16.2% of imports and 10.6% of exports. Egypt's leading merchandise exports are crude oil and petroleum products, steel, textile, apparel, aluminum, cotton yarn, cotton, and agricultural products. Leading imports are iron and steel products, and capital goods. The main U.S. exports to Egypt are agricultural commodities (around \$1.8 billion annually), followed by capital goods and equipment.

Inflation has risen steadily since March 2006, when the Consumer price Index (CPI) was 3.7% and reached 11.8% by October 2006, and continued to rise and reached 12.4% by January 2007. In July 2008, the consumer price index was estimated at 22%. The government has consistently cited the increase in international prices and the economic growth as the primary cause of inflation. Price increases were largely felt in protein alternatives, namely meat and fish, the prices of which have more than doubled. Prices have risen across the board in food and beverages, on the back of a second outbreak of Avian Influenza (AI) and a cattle disease during the second quarter of 2006.

The budget projects LE 54 billion (\$1 =LE 5.5) for direct subsidies of basic commodities and services, including sugar, bread, gasoline, and services, including transportation and low-cost housing. This number is expected to increase significantly in the second half of 2008, especially after the international increase in wheat prices, where Egypt imports about 7 MMT. The subsidy amount for bread only has increased from LE 9 billion in 2006 to LE 12 billion by the end of the second half of 2007. The government stipulated punishment for any violation in bread specifications, weight, or use of flour outside the legitimate purpose. The government policy to reduce food subsidies- such as abolishing subsidy on certain goods- has not been popular. The government has also begun to require citizens to submit a poverty certificate to acquire a ration card. Media reports detailed complaints from low-income earners, who claimed that the requirement constituted an additional burden in obtaining even the most basic needs. A June 2006 World Bank report stated that poverty was growing worse in Upper Egypt, while statistics from the same organization estimated that 52% of the Egyptian population was subsisting on less than \$2 per day.

The Qualifying Industrial Zones (QIZ) program with Israel, which took effect December 2004 grants Egyptian manufacturers within the QIZs duty free access to the U.S. market provided that their exports contain at least 35% local contents, including at least 11.7% Israeli content, which was reduced in October 2007 to 10.5%. By the end of September 2006, 638 companies qualified to export under QIZ program. Although the QIZ benefit applies to products in a variety of sectors, the 138-companies now exporting under the program are all apparel or textile manufacturers.

1.2 Demographic Developments

Egypt has a population of about 75 million with an annual growth rate of 1.98 percent. The official unemployment rate increased 0.8% in FY 06/07; reaching 11.0%, up from 7.6% in FY

05/06. Egyptians employed in agriculture have also fallen from 33.8% of the labor force in FY 90/91 to an estimated 25.7% in FY 06/07.

1.3 Consumer Buying & Eating Habits

Egyptian consumers are increasingly more aware of the quality and variety of consumer-oriented products and Egyptian consumers' buying habits are changing dramatically. For example, in the past, Egyptian consumers bought products, such as meat, fresh fruits, and vegetables from small neighborhood shops. However, with the increasing number of supermarkets and hypermarkets in Cairo and Alexandria and services offered in one place, many middle to high-income consumers have begun to purchase most of their food requirements from supermarkets. Also, with changing eating habits, expansion of fast food chains, local restaurants and resorts, there is good potential for imported products.

1.4 The Market for U.S. Products

In 2007, total U.S. exports of food and agricultural products reached \$1.8 billion, in which bulk agricultural products represented \$1.5 billion, intermediate agricultural products totaled \$ 133.2 million, and consumer-oriented products totaled \$146.6 million compared to \$85.5 million in 2005. This increase is attributed to the high quality and different varieties of U.S. products. The Egyptian market is developing a taste for American and European products and the new generations are anxious to try the Western products. Other factors which contributed to increasing demand for American consumer-oriented products are: the growing youthful population, investing much effort in promoting American brands, reforming of the regulatory system, good distribution network, growing HRI sector, recently reduced tariffs and fees on imported food, expanding retail food sector, and the depreciation of the American dollar.

The U.S. and European countries, mainly France, Spain, Italy, Germany, Greece, Holland and Denmark are dominant suppliers of consumer-ready products to Egypt. China and the Far East countries started to play a major role in these products.

Egypt maintains many trade barriers including abrupt rule changes, non-transparent regulations and stringent product labeling requirements. Egypt still have high tariffs for a few products, such as alcoholic beverages.

The following is a summary of the advantages and challenges facing U.S. food and agricultural exporters in Egypt.

ADVANTAGES	CHALLENGES
<ul style="list-style-type: none"> • Good reputation for the U.S. products in the Egyptian market for quality, standards, volume, and the wide range available. • The growing number and expansion of supermarket chains, hypermarkets and the presence of international chains, has increased the market opportunities for new-to-market products. 	<ul style="list-style-type: none"> • Relatively high tariff on many-especially consumer-oriented-products. • Many importers report there is a lack of U.S. suppliers' interest in the Egyptian market. • Egyptian import regulations and labeling requirements are too stringent. • Political conditions in the region are not conducive for marketing activities that highlight U.S. products. • Lack of knowledge of Egyptian importers regarding the U.S. export system, procedures, standards, and certification.
<ul style="list-style-type: none"> • The tremendous growth of hotels and restaurants that cater to tourists. • U.S. products are perceived as "high quality products." • The continuous reforms of the regulatory system. 	

SECTION II: Exporter Business Tips

Local Customs

The GOE has gradually implemented a number of import policies to promote greater trade liberalization. The list of goods requiring prior approval before importation was eliminated in 1993. Egypt became a member of the World Trade Organization (WTO) in 1995, and revamped its tariff regime in 2004 as agreed in its accession agreement. Though the GOE has taken positive steps, there are significant problems that remain and add to the cost of doing business in Egypt. The GOE must continue efforts to reduce red tape, reform its cumbersome bureaucracy, and eliminate unreasonable and excessive import standards.

In Feb 2007 and in compliance with its WTO commitments, the Egyptian government issued a new decree to reduce the tariffs. The government reduced the maximum tariff rate for most imports from a high of 40 percent to 30 percent. With the exception of alcoholic beverages, all of Egypt's standing duties are well below WTO bound rates. The most important U.S. agricultural exports (corn, wheat, soybeans, beef livers, milk powder, corn gluten meal) now are eligible for entry at 5% or less. The tariff were reduced from 5% and 2% to zero on 176 product including live cattle, sheep, goats, camels, fresh and frozen beef, beans, coffee, raw vegetable oils, and cocoa. However, tariffs on some products are still elevated. For example, import duties on most consumer-ready product imports are 30 percent. Tariffs on some fruits, such as apples, citrus, grapes, banana, apricots, and pears are 20 percent. The tariff rate on cigarettes, beer, wine, and other alcoholic drinks continues to be very high and reaches 3,000%

The decree reduced tariffs on imported poultry and turkey meat from 32% to 30%. The tariff applies to all categories of poultry: fresh, refrigerated, chilled, or frozen, and whether they are whole slaughtered birds or poultry parts. The tariff on live poultry is 5%. Edible Offals of bovine animals is 55 and on poultry liver is 30 percent. Egyptian officials claim that slaughter must be done by a hand held knife and without stunning the birds before slaughter.

In March 2005, the government of Egypt removed its ban on imports of beef and beef products from the United States. This ban had been in place since December 2003, when a single case of BSE was discovered in the United States. The Egyptian Ministry of Agriculture is now issuing import licenses for U.S. beef and beef products that meet certain conditions related to the importation of chilled or frozen deboned beef and beef livers, kidneys, and hearts from the United States. In addition, the GOE eliminated its restriction on the import of frozen beef cuts with a fat content of more than seven percent. The restriction had been in place since 1995 as a health protection measure although this requirement was not applied to local producers.

The Government's import restrictions on the importation of live cattle from EU countries because of BSE and FMD concerns remain in place. In August 2007, Egypt lifted the ban on the imports of cattle from France, Denmark, Canada, and Ireland. Since the U.S. is not declared as Enzootic bovine leucosis (EBL) free, importation of U.S. dairy cattle into Egypt is effectively banned. However, as a result of joint efforts between U.S. industry, importers, FAS Cairo and USDA-APHIS, the Egyptian government agreed to consider breeding cattle coming from biosecured farms under the supervision of official veterinary authorities coming from EBL-free herds.

Consumer Taste and Preference

The food service industry is expanding and consumers' habits are changing. Dining outside the home is becoming more popular. The number of workingwomen outside the home is growing, and the number of dual income families is increasing. Restaurants, hotels and resorts are expanding not only in Cairo but also on the Red Sea Coast and the Sinai. The American fast-food chains dominate the market. At present, about thirty American fast food franchisers, such as Chili's, Fuddruckers, Hard Rock Café, KFC, Little Caesars, Pizza Hut, McDonalds, Burger King, Papa Jones, and TGI Fridays operate in Egypt.

Consumers in Cairo, Alexandria, and the Red Sea tourism areas are more aware of international trends in food. Middle and upper-middle income shoppers are drawn to supermarket chains.

Food Standards and Regulations

The process of inspection and certification of imported goods is centralized under the General Organization for Export/Import Control (GOEIC) located in the Ministry of Industry and Trade. The Egyptian Organization for Standardization and Quality Control (EOS) in the Ministry of Industry and Trade has sole responsibility for establishing, adopting and publishing food standards and codes of practice.

Egyptian authorities claim that all product standards and requirements applied to imported food are identical to those applicable to domestically produced products. In fact, Egyptian authorities are stricter in enforcing product standards on imported food products than on locally produced food products. If a local product standard for a specific imported item does not exist, Egyptian authorities may apply the standard for that product used in the country of

origin. Importers report that they frequently encounter problems because of ill-defined product standards. All product specifications used in Egypt include the following information:

- Name of product
- Ingredients
- General provisions governing the condition of the product
- Specifications
- Packaging and labeling statements
- Means of testing and analysis
- Production dates
- Authorities setting the standard for the product

After a product standard is approved, EOS assigns it an identification number. The number also includes the year in which it is announced (e.g., 1812/2008).

Some modifications to regulations are announced in the "Official Gazette." Others are implemented without official notification. Once a ministerial rule (e.g., decree, law, etc.) is issued, importers are strongly advised to periodically check with the various government clearing authorities to see if it has been amended (for example, by internal memoranda). Laws often change and invariably take effect as soon as they are announced.

While the EOS issues all product standards, it is the responsibility of the Ministry of Health and the Ministry of Foreign Trade to apply those standards. Anyone who wants to have a new specification established and included on the list of approved Egyptian specifications must present proof that the desired specification standard already exists and is approved for use in some other "acceptable" country.

In cases where no mandatory Egyptian standard exists, the following standards are acceptable:

- International Standards (ISO/IEC)
- European Standards (EN); in the absence of EN standards, British (BS), German (DIN), and French (NF) standards may be applied
- American Standards (ANS)
- Japanese Standards (JAS)
- Codex Standards

In the absence of an Egyptian or international standard, authorities often refer to the Analysis Certificate accompanying the product. If no suitable standard exists for a product, a committee may be formed to develop a new standard. However, it may take up to two years or more for the new standard to be implemented after it is approved.

The National Institute for Nutrition of the Ministry of Health is responsible for registering and approving all specialty and dietary foods. Importers are required to submit a form in order to obtain a license for dietary products. The validity period of the license varies from 1 to 5 years depending on the product. After the expiration date of the license, the importer has to submit a new request for license renewal. It takes 4 to 6 months to register a product. The renewal of the license costs about \$500. However, if a similar local dietary product is available in the market, registration for an imported product is not approved.

Tests and analyses are conducted on all imported food products upon arrival at ports. Analyses are conducted in accordance with the specifications, regulations, and other instructions.

The following tests are mandatory on all imported food products upon arrival:

- Laboratory tests and analyses by the Ministry of Health
- Ministry of Agriculture veterinary inspection of dairy, fish, meat, and poultry products
- Labeling and product compliance with the Egyptian Standards enforced by the General Organization for Export and Import Control (GOEIC) of the Ministry of Foreign Trade.

All tests are conducted in government laboratories. Tests and analyses by private laboratories are not permitted or acceptable.

Tests and analyses are conducted to assure that the product is (1) fit for human consumption, 2) free from contagious diseases, and 3) in compliance with Egyptian product specifications.

Since inspection is now centralized in GOEIC, a committee is formed with representatives from the Ministry of Agriculture, Health, and GOEIC. Each ministry performs its analysis on the same product sample and issues its results to GOEIC. If one ministry rejects the product, GOEIC, in turn, also rejects the product.

The number of samples withdrawn has been reduced as a result of centralizing the inspection process with GOEIC. Importers are supposed to be notified of all test results within 7 days after samples have been drawn. However, for canned products, mineral water, and frozen products, tests results must be submitted within 14 days after samples have been drawn.

A product may be rejected for the following reasons:

- Not fit for human consumption
- Incorrect labeling
- Prohibited colors, additives, or preservatives
- Incorrect or missing certificates (however, authorities usually allow importers extra time to submit corrected documents)
- Failure to comply with Egyptian product specifications
- Less than 50 percent of the established shelf-life remains for the product

If a product is rejected, it may be:

- re-exported from the port of entry.
- or**
- confiscated at the port of entry.

If the rejection is due to unsatisfactory laboratory tests, the importer has the right to have the product re-tested three times. The appeal for reconsideration should be submitted to GOEIC within seven days.

Reportedly, the Customs Department still uses reference prices for valuation purposes. When there is a dispute between the Customs Department and importers on the value of the commodity, importers have a right to go to arbitration, but most importers prefer to pay a "settlement price", which is higher than the declared price in order to avoid associated delays and costs. In sum, it appears that the use of reference prices is still in use despite the government's attempt to comply with the WTO rules on customs valuation. Reference prices are frequently applied to imports of a wide range of products, including meat, apples, nuts, poultry, sugar and other products.

General Tips to Exporters

- Egyptian importers often complain that U.S. suppliers are not informed about local market conditions and requirements. U.S. exporters should closely consult with importers to ensure that Egyptian import requirements are met in order to avoid unnecessary delays at customs.
- Consider visiting Egypt. U.S. suppliers who are interested in doing business in Egypt are encouraged to visit Egypt in order to better understand the potential of the market.
- Production and expiry dates are mandatory and Arabic/English labels or stickers are required. A thorough report on Food and Agricultural Import Regulations and Standards (FAIRS) Report is accessible via the FAS On-Line web site: www.fas.usda.gov. ([Attache Reports](#))
- Encourage and assist your local agent or distributor. Egyptian importers can promote your products. They can use various tools, such as free samples, advertising, in-store displays, and price discounts during promotional activities.
- Target reliable importers. Contact FAS/Cairo to obtain a list of local importers; Tel: 011 (2-02) 2797-2388 / 2389; Fax: 011 (2-02) 2796-3989; E-mail: AgCairo@usda.gov.
- Advertisements. Television advertising is expensive. However, advertisement in monthly magazines is effective when targeting a specific audience. Also, there are specific magazines for hotels and restaurants.
- Consider participating in FAS Cairo organized or sponsored events. FAS Cairo normally organizes a variety of market development activities including in-store promotions, trade shows, cooking demonstrations in cooperation with Egyptian importers, retailers, hotels, restaurants, institutions and companies. For more information, please contact FAS Cairo on how to participate.
- Be ready to accept smaller than normal orders or share a shipment with other suppliers. Local importers tend to purchase small quantities to introduce new-to-market products until they are confident that the product has market potential.

SECTION III: Market sector structure and trends

1. RETAIL FOOD SECTOR

Egyptian consumers are increasingly demanding quality and variety. Demand for consumer ready products is trending upward due to the expansion of local supermarket chains and multi-national firms investing in Egypt. This is attributed to the fact that Egyptian buying habits are changing dramatically.

In the retail food sector, products are imported by an importer or an agent who may also be a wholesaler and/or a distributor. There are three supermarket chains that import food products directly. The market for consumer-ready food products is concentrated in Cairo (16 million) and Alexandria (5 million). However, Metro, the largest local supermarket chain, is expanding into the Red Sea area and other governorates. New chains including METRO International with MACRO name is expected to start in a year. DURING THE PAST YEARS, SEVERAL INTERNATIONAL RETAIL CHAINS HAVE ESTABLISHED STORES IN Egypt, including food franchise chains such as Starbucks, Burger king, Sbarro, Pap Jones, Carrefour, and Spinney's.

For more detailed description of Egypt's retail food market, please refer to FAS/Cairo global Agriculture Information Network (GAIN) Reports available via FAS web site www.fas.usda.gov.

2. H.R.I. SECTOR

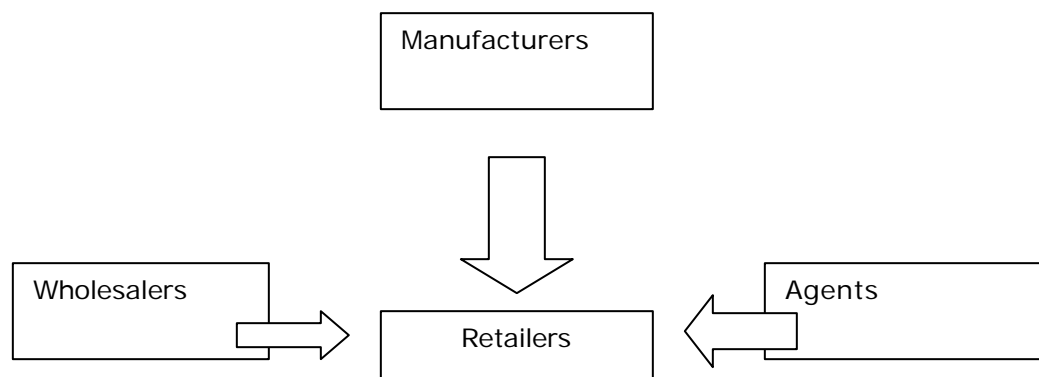
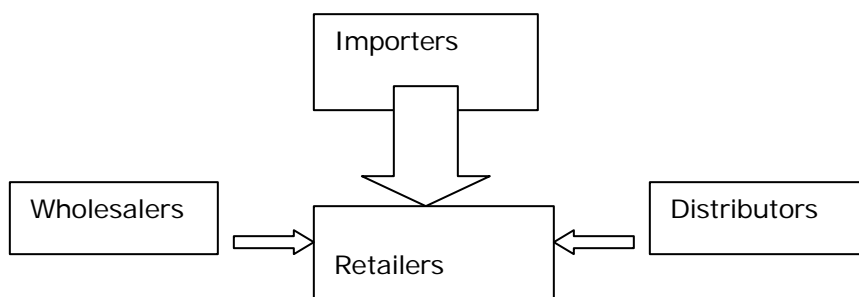
American-style food chains are becoming increasingly popular in Egypt, providing consumers with a wide range of choices. The food service industry is expanding, and consumers' habits are changing. For example, the total number of hotels in Sharm El Sheikh (Red Sea Resort) is currently 169 hotels. The Egyptian Government continues to encourage investment in hotels, and tourist resorts. International tourist arrivals reached 9.7 million in 2006/07. The hotels are price sensitive. Imports from Europe, New Zealand, Far East, and Canada represent 88 percent market share of the consumer-oriented product imports compared to 12 percent from the U.S. Among products imported for hotels are high-quality beef, seafood (lobsters & soft crabs), sauces, canned vegetables and fruits, Tex Mex products and beef liver. Volume of meat imports may increase substantially if government requirements are simplified and the seven percent fat content requirement on beef imports is abolished.

3. FOOD PROCESSING

Food Processing is key contributor to output in Egypt, representing 50% of total manufactured output and registering 20% in annual growth. The processed food sector is one of the key economic sectors in Egypt. Its contribution to value added, employment and exports is high and increasing. Flour milling, sugar milling, dairies, vegetable and meat processing, edible oils, biscuits, confectionary, pasta, and snack production are the major processed food industries. The Arab countries, particularly the Gulf States are traditional export markets for Egypt's canned and frozen food products. European Union countries, and to a lesser extent the United States and Asian markets are also potential markets for Egyptian processed food products. About 25 percent of the processing sector is located in Cairo and Alexandria with 40 percent of the total manpower employed.

Following are some highlights on the different product sectors:

- Dairy product facilities represent about 9 percent of the overall food sector.
- The production of sweets and confectionery products depends heavily on imported sugar, cocoa, beans, oils, fats, coconut milk, nuts and dried fruits.
- Fruits and vegetables constitute a substantial resource base for the production of a wide range of beverages although the production of several varieties of soft drinks is based on imported ingredients. Egyptian production of beverages includes mineral and bottled waters, soft drinks, and the processing and packaging of imported tea and coffee as well as alcoholic products such as beer, wine, brandy, rum and ouzo.

Distribution System for Processed Food Products in the Market**Distribution System for Imported Products in the Market**

Section IV: Best high value product prospects

Dressings, sauces, and seasonings
Spices
Apples
Nuts and dried fruit
Mexican food items
High quality beef
Cheese
Specialty flour
Seafood (lobsters & soft Crabs)
Chocolates (as raw material for bakery and pastry)

Section V: Key contacts and further information

U.S. Mailing Address: Office of Agricultural Affairs
Unit 64900, Box 22
APO AE 09839-4900

Local Mailing Address: 5 Tawfik Diab Street
Garden City
Cairo, Egypt

Tel: 01-1 (2-02) 2797-2388 / 2389

Fax: 01-1 (2-02) 2796-3989

E-mail: AgCairo@usda.gov

Internet Home page: www.usembassy.egnet.net/agricult.htm

PERTINENT GOVERNMENT FOOD IMPORT CONTACTS**MINISTRY OF AGRICULTURE LAND RECLAMATION (MALR)**

Address: 71 Wezaret El Zeraa Street
Dokki, Cairo, Egypt
Tel: (202) 3337-3388 / 2677
Fax: (202) 3749-8128

Contacts:

Eng. Amin Abaza

Minister of Agriculture and Land Reclamation

Dr. Safwat El-Hadad

First Undersecretary, Head of the Agricultural Services and Follow up Sector

Tel: (202) 3760- 0893

Fax: (202) 3748-8671

Website: www.epq.gov.eg

E-mail: safwat@epq.gov.eg

Dr. Hamed Samaha**Chairman, General Organization for Veterinary Services (GOVS)**

Tel: (202) 3748-1750

Fax: (202) 3335-0692

Dr. Youssef Mamdouh Shalaby**Head, Central Administration for Veterinary Quarantine**

Tel & fax: (202) 3748-1763

Dr. Ali Soliman**Head, Central Administration for Agricultural Quarantine**

Tel: (202) 3337-2881 / 3336-1727

Fax: (202) 3336-3582

CENTRAL LAB of Residue Analysis of PESTICIDES & Heavy Metals in FoodAddress: 7 Nadi El Seid St.,
Dokki, Cairo, Egypt

Tel: (202) 3748-6163

Fax: (202) 3761-1216

Contact: **Dr. Soheir Ahmed Gad**
Director**Regional LAB FOR FOOD AND FEED (CLFF/MALR)**Address: 9 El Gamaa Street
Giza, Egypt

Tel: (202) 3573-1989

Fax: (202) 3573-2280

Contact: **Dr. Mohamed Emara**
Director**AGRICULTURAL RESEARCH CENTER**Address: 9 Gamaa Street, Orman
Giza, Egypt

Tel: (2-02) 3572-2069 / 572-3906

Fax: (2-02) 3572-2609

Contact: **Dr. Ayman Abu Hadid**
Chairman

Tel: (2-02) 3572-0944

MINISTRY OF HEALTH (MOH)Address: 3 Maglis El Shaab Street
Cairo, Egypt

Tel: (2-02) 2795-7689 / 794-3462

Fax: (2-02) 2795-3966

Contact: **Dr. Hatem El-Gabaly**
Minister

Dr. Mohamed Said
General Manager of Food Control Division
Food & Quality Control
Tel & Fax: (2-02) 2794-8152

CENTRAL LABORATORY (MOH)

Address: 3 Maglis El-Shaab Street
Cairo, Egypt
Tel: (2-02) 2794-7271
Fax: (2-02) 2796-2248

Contact: **Dr. Nasr El-Saied**
Minister's Assistant

NATIONAL INSTITUTE FOR NUTRITION (MOH)

Address: 16 Kasr El Aini Street
Cairo, Egypt
Tel: (2-02) 2364-6413 / 3522
Fax: (2-02) 2364-7476

Contact: **Dr. Azza Gohar**
Chairman

Dr. Fahmy Sediq
Consultant

MINISTRY OF TRADE & INDUSTRY

Address: 2 Latin America Street
Garden city, Cairo, Egypt
Tel: (2-02) 2792-1188
Fax: (2-02) 2795-5025

Contact: **Mr. Rachid Mohamed Rachid**
Minister of Trade & Industry

EGYPTIAN ORGANIZATION FOR STANDARDIZATION AND QUALITY CONTROL

Address: 16 Tadreeb el Motadarebeen Street
Ameriya
Cairo, Egypt.
Tel: (2-02) 2603-1348
Fax: (2-02) 2603-1351
E-mail: moi@idsc.net.eg
Web site: www.iso.org

Contact: **Dr. Mahmoud Eissa**
Chairman

MINISTRY OF Social Solidarity

Address: 99 Kasr El Aini Street
Cairo, Egypt
Tel: (2-02) 2794-6165 / 794-6777
Fax: (2-02) 2795-6835

Contact: **Dr. Ali Moselhi**
Minister

GENERAL ORGANIZATION FOR EXPORT AND IMPORT CONTROL (GOEIC)

Address: Cargo Village, Cairo International Airport
Cairo, Egypt
Tel: (2-02) 2266-9609
Fax: (2-02) 2266-9364

Contact: **Mohamed Abdel Hameed El Banna**
Chairman

Mr. Shaker Hamza
Undersecretary for Food Imports

Other Contacts

For further help, please contact the Office of Agricultural Affairs, American Embassy, Cairo, Egypt, Tel: 011 (20-2) 2797-2388 / 2389; Fax: 011 (20-2) 2796-3989. E-mail: Agcairo@fas.usda.gov

Appendix I : Key trade and demographic information (2007)

Total Imports (billion)	\$27.0
Total Agricultural Imports (billion) (includes cotton, tobacco, and lumber)	\$6.8
Total Agricultural Imports as a percent of Total Imports	25.2%
Total Agricultural Imports from the U.S. (billion)	\$1.8
Total Consumer Oriented Products from U.S. (million)	\$146
U.S. Ag. Market Share	24%
Population (million)	72.5
Population Growth	1.98%

Inflation Rate	11.0%
Agriculture's Contribution to GDP	17.0%
Exchange Rate	(US\$ 1 = L.E. 5.5) on September 24,2008

Source: Central Agency for Public Mobilization and Statistics (CAPMAS)

Appendix II: Egypt's total imports in 2007, and U.S. share

Food Group	Total (\$ Million)	U.S. (\$Million)	U.S. Share (%)	Main suppliers
Live animals	35.00	0	0	Sudan, Djibouti, Ethiopia
Meat and edible meat offal	581.57	66.95	11.51	Brazil, USA, Argentina
Fish & crustaceans	166.00	8.33	5.01	Netherlands, Japan, Norway
Dairy products	174.67	12.18	6.97	New Zealand, Netherlands, U.S.
Products of animal origin	2.08	0.09	4.33	New Zealand, Germany, Saudi Arabia
Live trees & other plants	1.45	0.42	28.97	Liberia, Netherlands, France
Edible vegetables, roots, and tubers	244.75	1.32	0.54	Australia, France, UK
Edible fruit and nuts	62.65	8.91	14.22	Lebanon, Syria, Turkey
Coffee, tea, mate', and spices	67.16	1.01	1.50	Indonesia, Syria, Vietnam
Cereals	2,537.26	1,132.79	44.65	USA, Russia, Australia
Milling products, malt, starches	8.64	0.02	0.23	Italy, Germany, Syria
Oil seeds	487.15	207.25	42.54	USA, Argentina, Sudan
Lac, gums, resins and other and vegetable saps and extracts	7.48	1.03	13.77	India, Germany, France
Vegetable plaiting materials	1.45	0	0	Singapore, Ukraine, Brazil
Animal and vegetable fats and oils	357.13	9.84	2.76	Indonesia, Malaysia, Argentina,
Preparation of meat, fish, and crustaceans	60.29	0.17	0.28	Thailand, Brazil, Saudi Arabia
Sugars and sugar confectionary	146.02	0.52	036	Brazil, U.S., EU
Cocoa and cocoa preparation	15.92	0.58	3.64	UAE, Malaysia, UK
Preparations of cereals, flour, and starch	46.05	0.89	1.93	Belgium, Netherlands, France
Preparation of vegetables, fruit, nuts, or other parts of plants	24.25	1.24	5.11	Syria, UAE, Thailand
Miscellaneous edible preparations.	32.10	3.02	9.4	Germany, Netherlands, Thailand
Beverages, Spirits, and Vinegar	8.49	0.95	11.19	UAE, Italy, France
Residues of Food Industries, Animal fodder	269.32	101.57	37.72	U.S., Argentina, Brazil

Tobacco	230.74	3.73	1.62	China, Poland, Thailand
Wood, and wood products	874.74	19.69	2.25	Russia, Finland, Romania
Cotton	142.22	1.20	0.84	Syria, Greece, Turkey
TOTAL	6584.58	1583.7	24.00	

Source: Central Agency for Public Mobilization and Statistics (CAPMAS)

Appendix III: Tariff rates

Product	Feb. 2007
Live bovine animals, sheep, goat	Free
Live poultry, Turkey	5%
Meat of bovine animals, sheep, goat	Free
Poultry	30%
Beef liver	5%
Fish (most types), shrimp	5%
Dairy products	5-20%
Live trees and other plants	2%
Roses	30%
Fresh or chilled vegetables	5-10%
Nuts	5%
Tomato paste	5%
Prepared or Preserved vegetables, fruits	20%
Dried fruits	10%
Citrus, grapes, apples, pears, apricots, fruit juices	20%
Cherries, strawberries, plums, peaches	5%
Jams	20%
Coffee: not roasted	Free
Coffee: roasted	10%
Tea, spices	2%
Wheat, corn, barley, and their flour	Free
Rice	Free
Sorghum, millet, soybeans, linseeds, starches	5%
Vegetable seeds	Free
Fat of bovine animals	5%
Vegetable oil: crude	0-2%
Vegetable oil: Semi-refined	0-5%
Vegetable oil: Put-up for retail sale	10%
Sugar	2%
Molasses	10%
Chewing gum	30%
Cocoa beans, paste	Free
Cocoa butter, fat, oil	5%
Chocolate	10-20%
Mineral water	30%
Beer	1200%
Wine, whiskies	1800-3000%
Sawn Wood	2-5%
Fiberboard	10%
Wood panels	20%
Raw cotton	5%

Source: Tariff book, Ministry of Finance